

Message Text

UNCLASSIFIED

PAGE 01 STATE 035485

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 (ISO) R

DRAFTED BY COM/OIM/IWLLOYD/CMM/AI/238

APPROVED BY EB/OCA/REP:LKLIEFORTH

COM/OIM/CMSONNE/RMD/238

EA/PHL:RTWILLNER (INFO)

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R 150336Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY MANILA

UNCLAS STATE 035485

E.O. 11652: N/A

TAGS: BEXP: BTRA RP

SUBJECT: VISIT OF WILL RAYMOND, PRESIDENT, AMERICAN
CONSTRUCTION MACHINERY AND EQUIPMENT CORP.,
OSSINING, NEW YORK

1. RAYMOND PLANS TO VISIT MANILA END FEBRUARY FOR PURPOSE
OF IDENTIFYING FIRMS THROUGH WHOM HIS COMPANY CAN MARKET
NEW AND USED MACHINERY. WILL BE SEEKING POTENTIAL JOINT
VENTURE PARTNER OR FRANCHISEE.
2. RAYMOND UNSURE OF ARRIVAL MANILA AT THIS TIME, BUT
WILL CONTACT LEE SEVERAL DAYS IN ADVANCE FROM TAIPEI TO
GIVE ARRIVAL DATE AND TIME. HE HAS ASKED FOR ASSISTANCE
IN MAKING APPROPRIATE CONTACTS.
3. RAYMOND AWARE OF APRIL EXHIBITION INCLUDING ENERGY
EQUIPMENT. HE INTERESTED AS SEVERAL PRODUCTS HE SELLS
FALL INTO THIS CATEGORY, E.G., PUMPS, COMPRESSORS. HE
WOULD LIKE TO TAKE ADVANTAGE OF THIS EVENT, BUT IS UNABLE
TO DO SO HIMSELF. HE WILL EVALUATE SITUATION WITH LEE
AFTER ARRIVAL AND WOULD POSSIBLY ATTEMPT TO SHARE SPACE
WITH A LOCAL FIRM ALREADY COMMITTED. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE035485
Document Source: CORE
Document Unique ID: 00
Drafter: OIM/IWLLOYD/CMM/AI/238
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750056-1044
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750238/aaaabide.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 08 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 MAY 2003 by RuthemTJ>; APPROVED <23 JAN 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VISIT OF WILL RAYMOND, PRESIDENT, AMERICAN CONSTRUCTION MACHINERY AND EQUIPMENT CORP.
TAGS: BEXP, BTRA, RP
To: MANILA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006